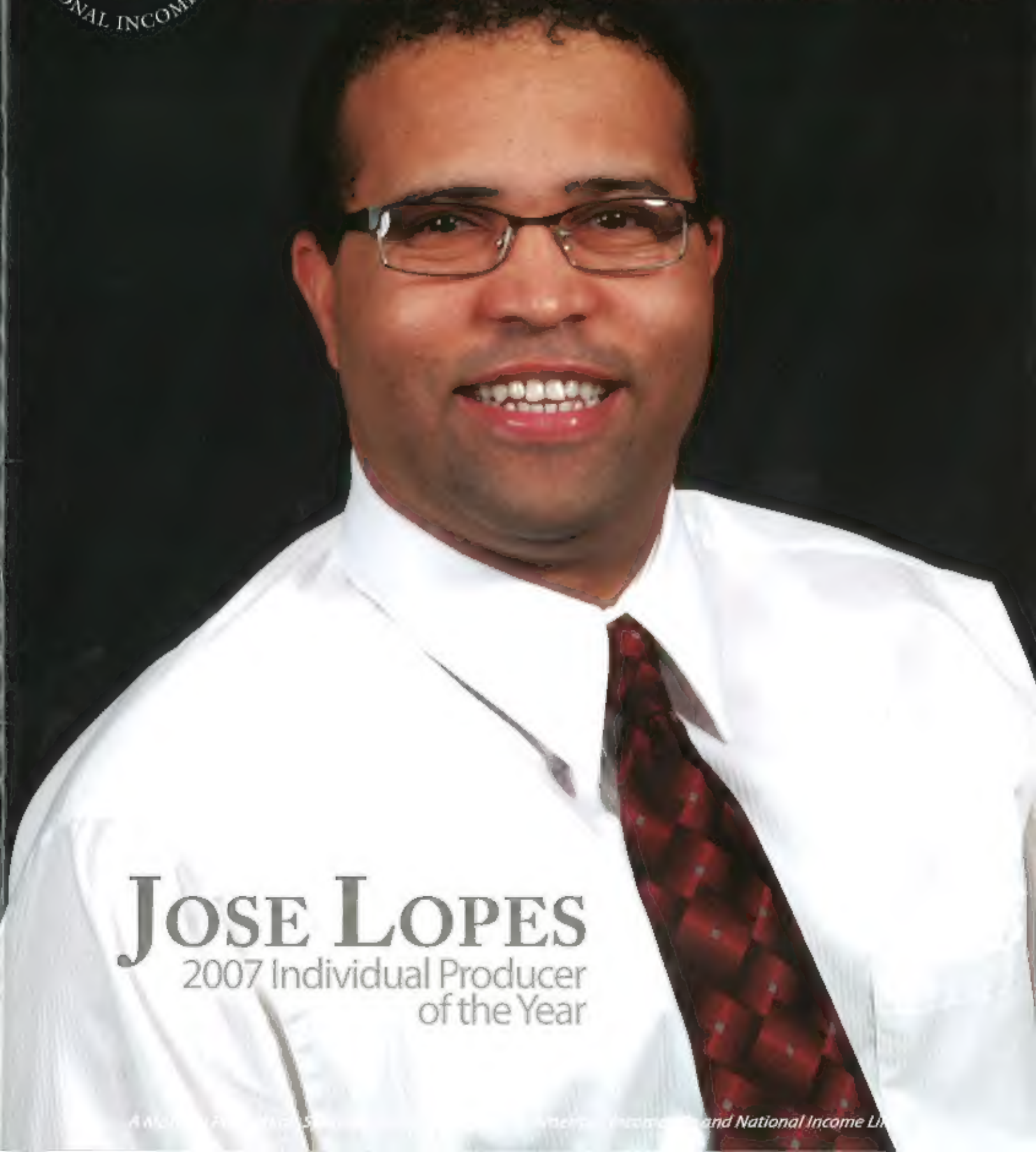




SPOTLIGHT

FEBRUARY 2008 • AMERICAN INCOME LIFE / NATIONAL INCOME LIFE • VOL. 41 • NO. 2



JOSE LOPES
2007 Individual Producer
of the Year



ROGER SMITH

PRESIDENT & CEO
AMERICAN INCOME LIFE & NATIONAL INCOME LIFE

WHAT IT TAKES

I have mentioned in previous issues of Spotlight how much I look forward to announcing the year-to-date winners. This is the time where everyone in the Company, not just the Convention attendees, gets to congratulate the best of the best. There's a certain satisfaction in achieving this highest honor among your peers — a rush that is like no other.

Hopefully you are all familiar with the rush of which I am speaking. Be it in sports, academic standings, business rankings, or any other competition, we all feel the same thrill when we end up victorious. Yes, part of it is the glory of coming out on top, but I believe it mostly stems from the knowledge of all our hard work being worth it.

No one is a better authority on winning than Vince Lombardi. After all, there is a reason the most prestigious award in sports is named in his honor. One of his quotes that always stuck with me is, "Let me tell you what winning means...you're willing to go longer, work harder, give more than anyone else." People can joke about the blood, sweat, and tears that go into victory, but the truth remains: only when you give it your all can you be a winner. It is why this rush is such an intense feeling, why we sometimes see Olympic champions crying as they accept the gold medal.

The people listed on the 2007 Year to Date Winners, President's Club, and Convention Qualifiers pages are prime examples of just what it takes to be victorious. Everybody on these lists gave 100% of themselves and then some to be where they are, especially when faced with the stiff competition their peers provided.

Bernard Rapoport has said repeatedly that AIL/NILCO possesses "the World's Greatest Sales Force," and you all prove him right time and time again. So to come out on top among the world's best takes that determination and willingness Lombardi spoke of.

As you look over the names of 2007's winners, keep your own end-of-the-year numbers in mind. Is there an area of your performance where maybe you did not give 100%? What more can you do in 2008 to guarantee your name is listed in this special issue next year?

If you see names listed you recognize, be sure to give them the congratulations they rightfully deserve. As you can tell, it's not easy being the best of the best.



American Income Life Insurance Company has been meeting union families' needs for over half a century. We are a leader in the union insurance market, and are totally committed to meeting the needs of union members through personal one-on-one service and complete Home Office customer support. You can count on AIL to do what it says it will do.

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SGA CAREER TRACK

New Markets
Opening & Expanding

There is a growing need for ambitious leaders.

AIL/NILCO is looking for MGAs and GAs wanting to pursue the SGA Career Track. If you are interested, speak to your SGA, then send an e-mail to: futuresga@aillife.com.

TOTAL BONUSES PAID OUT

This month AIL and NILCO paid a total of \$1,210,827.56 in bonuses. For more information on the monthly bonuses, turn to Page 18.

REQUIRED RETENTION RATE

Effective Jan. 1, 2008, to be eligible for bonuses and be featured in *Spotlight*, Producers must meet the required Retention or the minimum Net to Gross. Net to Gross varies based on bonus guidelines. The rates listed below are for *Spotlight* recognition only. Net to Gross is used only during the Producer's first eight months.

Retention:	68%
Net to Gross:	78%

DATES TO REMEMBER

Friday, Mar. 21, 2008
The Home Office will be closed for the Good Friday holiday.

Thursday, Mar. 27, 2008
All business and PR credits must be at the Home Office to count for March production.

CONGRATULATIONS

Mark Beckford, a GA with the Eric Giglione Agency, achieved \$100,000 of 13-month in force premium.

David Farraway, an MGA with the Altig-Orlovic Agency, achieved \$100,000 of 13-month in force premium.

FEEDBACK

Do you have a suggestion or change you would like to see in *Spotlight*? Maybe a topic you think the field would benefit from seeing discussed in a future issue? Let us know! Send your comments and feedback to dyannazzo@aillife.com.

FUN  Look for hidden in this issue!

FOUNDER'S CLUB OUTSTANDING PRODUCERS
January 2008

AGENT	SGA	TIMES QUALIFIED	TOTAL NET ALP	N/G *	RETENTION
Max Quaserts	Cohen-Cohen	12	\$77,186		84.5
Robert Ullrich	Jatoft-Foti	8	\$61,306		88.6

*Percentage of Net to Gross

LOOK FOR THE ASTERISK

The asterisks, shown throughout the magazine, indicate that place will be a year-to-date award winner. The Producers, who will be recognized at the 2009 Awards Presentation, are: the top SGA from each category, the top two PR Managers, the top two PR Representatives from each category, the top two RGAs, the top five MGAs, the top five GAs, the top SA, and the top ten Individual Producers. You can view the 2009 Convention Qualifications online at www.aillife.com or www.nilife.com. Check your production! If there is an asterisk by your position, you could be on your way to the Beverly Hilton in Los Angeles! The convention will be held May 14-17, 2009.

INDIVIDUAL PRODUCERS



1. STEVEN STENSURD
Calgary, AB



2. KEVIN ISHIKANE
Honolulu, HI



3. KENT ZADKO
Edmonton, AB



4. FREIDA YAKUBOV
Ft. Lauderdale, FL



5. AMY BUSKAS
Calgary, AB



6. DAVID FARRAWAY
Edmonton, AB



7. ANTHONY MUTTER
Boise, ID



8. TODD ENGELSON
Glen Ellyn, IL



9. JAMISON WEATHERSPOON
Cleveland, OH



10. BENJAMIN EGGEN
Calgary, AB

JANUARY PRODUCTION

Name	Net ALP	NG	Rtn	MGA	SGA
1. Steven Stensrud	\$37,340		79.6	Steven Stensrud	Altig-Orlovic
2. Kevin Ishikane	33,596		75.4	Daven Hermosura	Altig-Orlovic
3. Kent Zadko	30,394	88		Shaun McDonald	Altig-Orlovic
4. Freida Yakubov	25,895		88.6	Elaina Bosco	Tom Williams
5. Amy Buskas	24,885		70.4	Lee Jeffers	Altig-Orlovic
6. David Farraway	23,580		72.7	David Farraway	Altig-Orlovic
7. Anthony Mutter	22,690		70.6	Anthony Mutter	Altig-Orlovic
8. Todd Engelson	21,768		76.3	Todd Engelson	Alt-Orl-Ven.
9. Jamison Weatherspoon	20,343	96		Nicholas Zangardi	Surace-Smith
10. Benjamin Eggen	19,927		73.9	Benjamin Eggen	Altig-Orlovic
11. Michael Mandella	19,431		82.9	Michael Mandella	Altig-Orlovic
12. Zhenjiang Lu	19,272	95		Brian Allt	Imran Satti
13. Roghieh Hassanloo	18,864		89.3	Byron Paz	Josh Chalom
14. William Walter	18,807	95		Joseph Moore	Matt Henderson
15. Max Quasem	18,727		84.5		Cohen-Cohen
16. Luis Besteiro	18,571	96		Edward Hanna	Tom Williams
17. Jorell Washington	18,503	78		Brian Schreiter	Robert Harris
18. Dianne Faligowski	18,356		68.7	Dianne Faligowski	Altig-Orlovic
19. Herivelto Pereira	17,911		84.3	Curt Snow	Jatoft-Foti
20. Tami Dixon	17,752		97	Rajiv Pankhania	Matt Henderson

>> ALL TIME RECORD \$62,536 NET ALP ZACHARY HART <<

YTD PRODUCTION

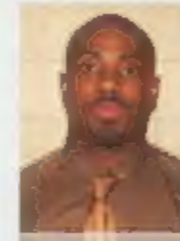
Name	Net ALP	NG	Rtn	MGA	SGA
* 1. Steven Stensrud	\$37,340		79.6	Steven Stensrud	Altig-Orlovic
* 2. Kevin Ishikane	33,596		75.4	Daven Hermosura	Altig-Orlovic
* 3. Kent Zadko	30,394	88		Shaun McDonald	Altig-Orlovic
* 4. Freida Yakubov	25,895		88.6	Elaina Bosco	Tom Williams
* 5. Amy Buskas	24,885		70.4	Lee Jeffers	Altig-Orlovic
* 6. David Farraway	23,580		72.7	David Farraway	Altig-Orlovic
* 7. Anthony Mutter	22,690		70.6	Anthony Mutter	Altig-Orlovic
* 8. Todd Engelson	21,768		76.3	Todd Engelson	Alt-Orl-Ven.
* 9. Jamison Weatherspoon	20,343	96		Nicholas Zangardi	Surace-Smith
* 10. Benjamin Eggen	19,927		73.9	Benjamin Eggen	Altig-Orlovic
11. Michael Mandella	19,431		82.9	Michael Mandella	Altig-Orlovic
12. Zhenjiang Lu	19,272	95		Brian Allt	Imran Satti
13. Roghieh Hassanloo	18,864		89.3	Byron Paz	Josh Chalom
14. William Walter	18,807	95		Joseph Moore	Matt Henderson
15. Max Quasem	18,727		84.5		Cohen-Cohen
16. Luis Besteiro	18,571	96		Edward Hanna	Tom Williams
17. Jorell Washington	18,503	78		Brian Schreiter	Robert Harris
18. Dianne Faligowski	18,356		68.7	Dianne Faligowski	Altig-Orlovic
19. Herivelto Pereira	17,911		84.3	Curt Snow	Jatoft-Foti
20. Tami Dixon	17,752		97	Rajiv Pankhania	Matt Henderson

>> ALL TIME RECORD \$278,449 NET ALP ZACHARY HART <<

SUPERVISING AGENTS



1. YVONNE BROWN
Auckland, NZ



2. JAMES CUNNINGHAM
Cleveland, OH



3. MICHAEL GARRETT
Halifax, NS

JANUARY PRODUCTION

Name	1st Six Mo Agt	Net ALP	NG	Rtn	MGA	SGA
1. Yvonne Brown	\$31,882	\$32,665	97		Stephen Hill	Steve Friedlander
2. James Cunningham	30,570	39,072	91		Nicholas Zangardi	Surace-Smith
3. Michael Garrett	23,576	22,847	88		Harjeet Rana	Imran Satti
4. Jay Meyer	18,990	27,142		86.3	Brett Gryska	Durhon Oldham
5. Alexey Kalinin	18,572	26,288	90		Edward Hanna	Tom Williams

>> ALL TIME RECORD \$81,207 NET ALP LORENZO LAMEKO <<

YTD PRODUCTION

Name	1st Six Mo Agt	Net ALP	NG	Rtn	MGA	SGA
* 1. Yvonne Brown	\$31,882	\$32,665	97		Stephen Hill	Steve Friedlander
2. James Cunningham	30,570	39,072	91		Nicholas Zangardi	Surace-Smith
3. Michael Garrett	23,576	22,847	88		Harjeet Rana	Imran Satti
4. Jay Meyer	18,990	27,142		86.3	Brett Gryska	Durhon Oldham
5. Alexey Kalinin	18,572	26,288	90		Edward Hanna	Tom Williams

>> ALL TIME RECORD \$443,893 NET ALP MARY ANN GAELIC <<

GENERAL AGENTS



1. ALEX GRAKHOV
Cleveland, OH



2. RENCEL JONES
Raleigh, NC



3. MICHAEL MCINTOSH
Halifax, NS



4. MICHAEL VAN DELFT
Halifax, NS



5. JACKIE ALSTON
Maumelle, AR

JANUARY PRODUCTION

Name	1st Six Mo Agt	Net ALP	NG	Rtn	MGA	SGA
1. Alex Grakhov	\$53,654	\$56,298	84		Nicholas Zangardi	Surace-Smith
2. Rencel Jones	35,208	42,431	91		Jeremy Welch	Slav Bitman
3. Michael McIntosh	32,883	37,293	89		Harjeet Rana	Imran Satti
4. Michael van Delft	27,702	27,681		81.6	Brian Allt	Imran Satti
5. Jackie Alston	26,236	30,874	92			Joseph Diecedue
6. Josh Killian	26,231	34,761	95		Brett Gryska	Durhon Oldham
7. James Aiders	23,576	23,319	90		Harjeet Rana	Imran Satti
8. Brock Adams	22,758	32,596	92			Eric Neal
9. Michael Dupree	20,747	25,229		69.2		Furer-Whittinghill
10. David Ramirez	20,411	29,311	88		Cheryl Foti	Jatoft-Foti

>> ALL TIME RECORD \$208,728 NET ALP TAINA LAMEKO <<

YTD PRODUCTION

Name	1st Six Mo Agt	Net ALP	NG	Rtn	MGA	SGA
* 1. Alex Grakhov	\$53,654	\$56,298	84		Nicholas Zangardi	Surace-Smith
* 2. Rencel Jones	35,208	42,431	91		Jeremy Welch	Slav Bitman
* 3. Michael McIntosh	32,883	37,293	89		Harjeet Rana	Imran Satti
* 4. Michael van Delft	27,702	27,681		81.6	Brian Allt	Imran Satti
* 5. Jackie Alston	26,236	30,874	92			Joseph Diecedue
6. Josh Killian	26,231	34,761	95		Brett Gryska	Durhon Oldham
7. James Aiders	23,576	23,319	90		Harjeet Rana	Imran Satti
8. Brock Adams	22,758	32,596	92			Eric Neal
9. Michael Dupree	20,747	25,229		69.2		Furer-Whittinghill
10. David Ramirez	20,411	29,311	88		Cheryl Foti	Jatoft-Foti

>> ALL TIME RECORD \$1,522,976 NET ALP TAINA LAMEKO <<

MASTER GENERAL AGENTS



1. LORENZO LAMEKO
Auckland, NZ



2. BRETT GRYSKA
Rochester, NY



3. JIM BIANCHI
Rochester, NY



4. HARJEET RANA
Halifax, NS



5. STEPHEN HILL
Auckland, NZ

REGIONAL GENERAL AGENTS



1. JIM BIANCHI
Rochester, NY



2. HARJEET RANA
Halifax, NS



3. SIMON ARIAS
Cleveland, OH

JANUARY PRODUCTION

Name	1st Six Mo Agt	Net ALP	NG	Rtn	SGA
1. Lorenzo Lameko	\$158,257	\$171,807	99		Steve Friedlander
2. Brett Gryska	85,718	135,153		69.2	Durhon Oldham
3. Jim Bianchi	76,129	185,278		68.6	Durhon Oldham
4. Harjeet Rana	68,211	70,435		71.2	Imran Satti
5. Stephen Hill	58,483	56,313	92		Steve Friedlander
6. Nicholas Zingardi	53,654	62,241		68.2	Surace-Smith
7. Brian Allt	52,041	52,796		77.1	Imran Satti
8. Joseph Moore	48,325	48,619	93		Matt Henderson
9. Cheryl Foti	44,068	84,805		68.5	Jacoff-Foti
10. Jeffery Thiel	37,157	32,384	98		Surace-Smith
>> ALL TIME RECORD		\$364,595 NET ALP			JEFF RIBMAN <<

YTD PRODUCTION

Name	1st Six Mo Agt	Net ALP	NG	Rtn	SGA
* 1. Lorenzo Lameko	\$158,257	\$171,807	99		Steve Friedlander
* 2. Brett Gryska	85,718	135,153		69.2	Durhon Oldham
* 3. Jim Bianchi	76,129	185,278		68.6	Durhon Oldham
* 4. Harjeet Rana	68,211	70,435		71.2	Imran Satti
* 5. Stephen Hill	58,483	56,313	92		Steve Friedlander
6. Nicholas Zingardi	53,654	62,241		68.2	Surace-Smith
7. Brian Allt	52,041	52,796		77.1	Imran Satti
8. Joseph Moore	48,325	48,619	93		Matt Henderson
9. Cheryl Foti	44,068	84,805		68.5	Jacoff-Foti
10. Jeffery Thiel	37,157	32,384	98		Surace-Smith
>> ALL TIME RECORD		\$2,168,283 NET ALP			PAUL RUMBAC <<

JANUARY PRODUCTION

Name	1st Six Mo Agt	Net ALP	NG	Rtn	SGA
1. Jim Bianchi	\$162,208	\$370,624		72.3	Durhon Oldham
2. Harjeet Rana	127,761	137,594		69.2	Imran Satti
3. Simon Arias	117,428	175,870		68.4	Surace-Smith
4. Joseph Moore	68,986	75,290	86		Matt Henderson
5. Eric LaBossiere	64,004	214,573		77.3	Albig-Orlovic
>> ALL TIME RECORD		\$470,822 NET ALP			JIM BIANCHI <<

YTD PRODUCTION

Name	1st Six Mo Agt	Net ALP	NG	Rtn	SGA
* 1. Jim Bianchi	\$162,208	\$370,624		72.3	Durhon Oldham
* 2. Harjeet Rana	127,761	137,594		69.2	Imran Satti
3. Simon Arias	117,428	175,870		68.4	Surace-Smith
4. Joseph Moore	68,986	75,290	86		Matt Henderson
5. Eric LaBossiere	64,004	214,573		77.3	Albig-Orlovic
>> ALL TIME RECORD		\$4,570,094 NET ALP			JIM BIANCHI <<

STATE GENERAL AGENTS



JIM SURACE
Category I



MARCUS SMITH
Category I



STEVE FRIEDLANDER
Category II



IMRAN SATTI
Category III



MATT HENDERSON
Category IV



SCOTT SONNENBERG
Category VII



ROBERT HARRIS
Category VIII



GARY BLEIER
Category IX

JANUARY PRODUCTION

Category	Name	NG	Rtn	1st Six Mo Agt	Standard	% of Std	Net ALP
Category I	Surace-Smith		70.0	\$274,900	\$221,000	124	\$500,353
Category II	Steve Friedlander		69.4	173,983	112,500	155	200,516
Category III	Imran Satti		69.6	127,762	89,000	144	141,121
	Chris Hernandez		72.4	91,742	88,800	103	170,280
Category IV	Matt Henderson		68.9	126,585	78,000	162	185,246
Category VII	Scott Sonnenberg	82		55,769	47,000	119	65,214
	John Akers		68.2	48,446	43,000	113	60,914
	Eddie Dhillon		71.2	38,197	34,500	111	75,671
Category VIII	Robert Harris	79		33,890	32,500	104	32,223
Category IX	Gary Bleier		73.6	23,922	24,000	100	48,383

YTD PRODUCTION

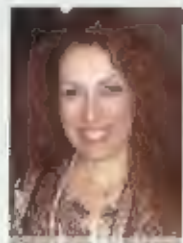
Category	Name	NG	Rtn	1st Six Mo Agt	Standard	% of Std	Net ALP
Category I	Surace-Smith		70.0	\$274,900	\$221,000	124	\$500,353
Category II	Steve Friedlander		69.4	173,983	112,500	155	200,516
Category III	Imran Satti		69.6	127,762	89,000	144	141,121
	Chris Hernandez		72.4	91,742	88,800	103	170,280
Category IV	Matt Henderson		68.9	126,585	78,000	162	185,246
Category VII	Scott Sonnenberg	82		55,769	47,000	119	65,214
	John Akers		68.2	48,446	43,000	113	60,914
	Eddie Dhillon		71.2	38,197	34,500	111	75,671
Category VIII	Robert Harris	79		33,890	32,500	104	32,223
Category IX	Gary Bleier		73.6	23,922	24,000	100	48,383



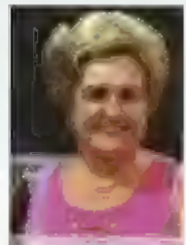
MALKA ARONY
PR Manager
Phoenix, AZ



ERICA DALAGER
Category A
St. Paul, MN



SUSAN GILBERT
Category A
Chicago, IL



LOU NELL BUSBY
Category B
Henderson, TN



ROBIN ANDRADE
Category B
Westport, MA



BRETT HULME
Category C
Savannah, GA



CHERYL COOK
Category C
Mechanicsburg, PA

JANUARY PRODUCTION

Category	Name	Production	SGA
PR Manager	1. Malka Arony	6,746 Cards	HOLA/Hartman
	2. JT Tasker	4,040 Cards	Durham Oldham
	3. Laura Mackin	2,373 Cards	HO CD (MB)
Category A	1. Erica Dalager	3,785 Cards	HO US (MN)
	2. Susan Gilbert	3,749 Cards	HO Chicago
	3. Laura Mackin	2,373 Cards	HO CD (MB)
	4. Viki Farr	2,211 Cards	Paul Rumbuc
	5. Rona Pileggi Spano	2,027 Cards	HO Chicago
Category B	1. Lou Nell Busby	2,610 Cards	HO KY
	2. Robin Andrade	2,553 Cards	HO MA
	3. Catherine Briggie	1,910 Cards	Steve Hartman
	4. Al Wall	1,799 Cards	Josh Chalom
	5. Paul Winslow	1,355 Cards	HO St. Louis
>> ALL TIME RECORD		18,960 Cards	<<
Category C	1. Brett Hulme	9 Groups	HO GA
	2. Cheryl Cook	6 Groups	HO PA
	3. Richard Case	5 Groups	Surace-Smith
	4. Tim O'Connor	5 Groups	Matt Flores
	5. Rachelle Valdez	3 Groups	HO US (UT)
>> ALL TIME RECORD		55 Groups	MAN DWYER <<

YTD PRODUCTION

Category	Name	Production	SGA
PR Manager	*1. Malka Arony	6,746 Cards	HOLA/Hartman
	*2. JT Tasker	4,040 Cards	Durham Oldham
	3. Laura Mackin	2,373 Cards	HO CD (MB)
Category A	*1. Erica Dalager	3,785 Cards	HO US (MN)
	*2. Susan Gilbert	3,749 Cards	HO Chicago
	3. Laura Mackin	2,373 Cards	HO CD (MB)
	4. Viki Farr	2,211 Cards	Paul Rumbuc
	5. Rona Pileggi Spano	2,027 Cards	HO Chicago
Category B	*1. Lou Nell Busby	2,610 Cards	HO KY
	*2. Robin Andrade	2,553 Cards	HO MA
	3. Catherine Briggie	1,910 Cards	Steve Hartman
	4. Al Wall	1,799 Cards	Josh Chalom
	5. Paul Winslow	1,355 Cards	HO St. Louis
>> ALL TIME RECORD		61,879 Cards	DENISE BOWYER <<
Category C	*1. Brett Hulme	9 Groups	HO GA
	*2. Cheryl Cook	6 Groups	HO PA
	3. Richard Case	5 Groups	Surace-Smith
	4. Tim O'Connor	5 Groups	Matt Flores
	5. Rachelle Valdez	3 Groups	HO US (UT)
>> ALL TIME RECORD		136 Groups	KENNETH ALTIZER <<

Public Relations Manager selection guidelines for recognition in the Spotlight are as follows:
 Category A = SGA categories I and II.
 Category B = All other SGA categories.
 Category C = Top number of group credits signed from all SGA categories.
 Also, please note, the number of leads will be used to break a tie in Category C.



We are pleased to introduce the 2007 members of the President's Club. These individuals are being recognized for their outstanding performance in 2007, and we congratulate them for achieving this prestigious recognition. These elite producers had a minimum of \$110,000 and 80% retention (as a personal producer) or 28,800 lead cards or 115 TGs plus 14,400 cards for PR. Each ♦ indicates the total number of times the person has qualified.

2007 YTD

Award Winners

STATE GENERAL AGENTS



Jim Surace

Category I

Surace-Smith
\$2,525,059 1st Six Month Agent
\$4,528,032 Net ALP
106% of Standard



Marcus Smith



Steve Friedlander

Category III

Steve Friedlander
\$2,102,489 1st Six Month Agent
\$2,927,787 Net ALP
187% of Standard

Category IV

Imran Satti
\$1,137,909 1st Six Month Agent
\$2,064,382 Net ALP
102% of Standard



Imran Satti



Rick Altig



Ilija Orlovic

Category V

Altig-Orlovic-Deley
\$911,269 1st Six Month Agent
\$2,050,297 Net ALP
110% of Standard

Category VI

Altig-Orlovic-Venekamp
\$625,413 1st Six Month Agent
\$1,101,255 Net ALP
157% of Standard



Chad Deley



Scott Sonnenberg

Category VIII

Scott Sonnenberg
\$309,739 1st Six Month Agent
\$356,838 Net ALP
146% of Standard



Dustin Venekamp



Jose Lopes

INDIVIDUAL PRODUCERS

1. **Jose Lopes**
The David Zophin Agency
\$265,643 Net ALP, 76.1% Retention

Name	Net ALP
2. Benham Halali	\$243,977
3. Max Quasem	237,309
4. Bianca Zaragoza	184,020
5. Timothy Cruise	181,480
6. Helen Taylor	176,760
7. Robert Ulreich	172,545
8. Kevin Appasamy	172,281
9. Kelly McDonald	168,897
10. Wonne Hernandez	163,461



Debbie Enstedt

PR Manager

1. **Debbie Enstedt** 177,108 Cards
The Altig-Orlovic Agency
2. Malka Arony 92,916 Cards



Lorenzo Lameko

SUPERVISING AGENTS

Lorenzo Lameko
The Steve Friedlander Agency
\$298,372 1st Six Month Agent
\$348,003 Net ALP, 80.9% Retention



Malka Arony

PR Category A

1. **Malka Arony** 32,368 Cards
HO LA / Hartman Agency
2. Mark Gagliardi 25,746 Cards



Taina Lameko

GENERAL AGENTS

1. **Taina Lameko**
The Steve Friedlander Agency
\$1,319,496 1st Six Month Agent
\$1,522,976 Net ALP, 68.9% Retention

Name	1st Six Mo. Agt	Net ALP
2. Stephen Hill	\$310,468	\$408,785
3. Stephen Bendure	250,959	386,291
4. Pamela Ladd	236,144	476,338
5. Michael Boyer	196,846	175,506



Robin Andrade

PR Category B

1. **Robin Andrade** 20,796 Cards
HO MA
2. Laurie Onasch 20,348 Cards



Jeff Ribman

MASTER GENERAL AGENTS

1. **Jeff Ribman**
The Steve Friedlander Agency
\$1,802,351 1st Six Month Agent
\$2,050,057 Net ALP, 69.3% Retention

Name	1st Six Mo. Agt	Net ALP
2. Harjeet Rana	\$608,440	\$1,288,623
3. Cheryl Foltz	515,265	1,080,914
4. James Bailey	479,377	660,837
5. Brian Alt	440,849	496,268



Richard Case

PR Category C

1. **Richard Case** 85 Groups
The Surace-Smith Agency
2. Kenneth Altizer 77 Groups



Jim Bianchi

REGIONAL GENERAL AGENTS

1. **Jim Bianchi**
The Durhon Oldham Agency
\$1,989,902 1st Six Month Agent
\$4,570,094 Net ALP, 72.4% Retention

Name	1st Six Mo. Agt	Net ALP
2. Sonny Gurney	\$1,356,010	\$2,995,955



Malka Arony

PR Most Cards Generated

1. **Malka Arony** 32,368 Cards
HO LA / Hartman Agency
2. Mark Gagliardi 25,746 Cards

Your Island Awaits

2008 Puerto Rico Convention Qualifiers



- | | | | | |
|-------------------|--------------------|---------------------|---------------------|--------------------|
| James Aalders | Elaina Bosco | Miranda Dellinger | Vanessa Garcia | Yvonne Hernandez |
| Marinela Achim | Raphael Bouchereau | Heidi Demont | Michael Garrett | Norman Hightower |
| Herbert Adams | Michael Boyer | Jacqueline deVooght | Aaron Gebke | Charles Hill |
| Brock Adams | Brandon Braun | Djenabou Diallo | Robert Gerdes | Stephen Hill |
| Samson Adelufosi | Shoshannah Brenner | Barry Dillah | Henry Getty | Brett Hulme |
| Alberto Alcalá | Yvonne Brown | Marla Dirlinger | Allan Gilbert | Charles Hutchins |
| Brian Allt | Aaron Burke | Brenda DiSomma | Alex Gonzales | Brian Innes |
| Rick Altig | Amy Buskas | Darrell Dorey | Hank Gordon | Kevin Ishikane |
| Kenneth Altizer | Charles Byrd | Robert Drake | William Gordon | Crystal Jackson |
| Ineida Andrade | Michael Camara | Dustin Dunbar | Brock Graff | David Jackson |
| Robin Andrade | Rudi Camenzind | Robert Dunn | Alex Grakhov | Danielle Jankowski |
| Kevin Appasamy | Richard Carter | Mitchell Duplantis | James Green | Renee Jeffries |
| Nestor Aramayo | Matthew Cartwright | Michael Dupree | Kenneth Greer | Frank Jendusa |
| Malka Arony | Richard Case | Patrick Duray | Brett Gryska | Corby Jespersion |
| Selina Asiata | Kathryn Chaisson | Christine Durrer | Sonny Gurney | Lovely Johnson |
| Mary Attie | Josh Chalom | Vivian Dwyer | David Guzman | Daniel Jones |
| Marino Baca | Mario Chavez | Nina Edmonds | Tracy Haden | Adam Kahn |
| Luis Bagundo | Samantha Chui | Bradley Ellison | Alvin Hagens | Bradley Kampmeier |
| James Bailey | Stephano Clamacco | Candace Engelson | Benham Halali | Yevgeniy Kashkin |
| Anthony Balsano | Timothy Clark | Debbie Enstedt | Sean Hall | John Keliher |
| Allison Bankowski | Samuel Cohen | Maria Esposito | Robert Hamilton | Lorie Keller |
| Daryl Barnett | Kevin Coleman | Eleni Evalu | Demetrius Harris | Daniel Kelly |
| Lorena Barriere | Scott Cooksey | Ross Ewen | I-Perfection Harris | Joey Kennedy |
| Mark Beckford | Brandon Corkins | Wayne Fader | Jerry Hartnett | Steven King |
| Theresa Bellajaro | Rory Crockford | Bert Feldman | Omar Hashimi | Rebecca Klebsch |
| Erickson Bencosme | Darcie Crotteau | Gabriel Feldmann | Roghie Hassanloo | Dustin Klingebiel |
| Stephen Bendure | Timothy Cruise | Scott Fenton | Filipo Havili | Terry Knudson |
| Karuna Bhatia | Deonica Culberson | Brian Fernandez | Lute Havili | Kyle Kollhoff |
| Jim Bianchi | James Cunningham | Brenda Ferreira | Sosaia Havili | Kasali Kotun |
| Omar Bibi | Steven D'Andrea | Cheryl Foti | Rob Hay | Garret Kun |
| Alex Bluhm | Daniel Davidson | Ronald Friedlander | Willie Hayden | Albert Kunsman |
| | Talonda Davis | Steve Friedlander | Gregory Hayman | Adam Lachat |
| | Timothy Dawe | Mark Gagliardi | Matt Henderson | Pamela Ladd |
| | Chad Deley | David Garbarskiy | Chris Hernandez | Lita Lameko |

- | | | | | |
|-----------------------|--------------------|----------------------|--------------------|-----------------|
| Lorenzo Lameko | Theodore Pappas | Betty Slaughter | Lisati Tulimanu | Babak Zadeh |
| Taina Lameko | Patrick Parisi | Kevin Smith | Thomas Tulowiecki | Kent Zadko |
| Veronica Lara | Byron Paz | Marcus Smith | Jarrod Turner | Bianca Zaragoza |
| Michael Laramie | Herivelto Pereira | Beth Snow | Tevita Uasilaa | Jamie Zeigler |
| Shaelagh Legus | Sita Pereira | Ruben Soberanes | Robert Ulreich | Jinzhou Zhao |
| Peter LilaLilomaiaava | Michael Perkins | Natalie Soboleva | Lee van Delft | Charles Zwicker |
| Jose Lopes | Daniel Phares | David Solomonov | Michael van Delft | |
| Kathleen Loughran | Naera Pomare | Scott Sonnenberg | Benjamin VanFossen | |
| Larry Lozano | David Popowitz | Randolph Souliers | Thomas VanOsdol | |
| Robert Lynam | Daniel Potilechio | Rona Pileggi Spano | Dustin Venekamp | |
| Pejman Madarshahian | Toby Potter | Richard Sprigg | John Wagner | |
| Ramin Maghsoud | Dwayne Powell | Greg Stewart | Al Wall | |
| Larry Malitz | Philip Prata | Barbara Stillwell | Daniel Walton | |
| Patricio Mamaclay | Juliya Purington | Brenda Stipanovich | Rodney Ward | |
| Benjamin Mancillas | Max Quasem | Karen Stockwell | Michael Washburn | |
| Richard Manua | David Ramirez | Maijargal Sukhbaatar | Robert Webb | |
| Jerry Marion | Harjeet Rana | James Surace | Bradley Weigand | |
| Ronald Marx | Crystal Reeves | JT Tasker | Sara Welch | |
| Timothy Matteson | Scott Remmey | Helen Taylor | Arthur Westergren | |
| James May | Jeff Ribman | Jason Taylor | Ryan Whorley | |
| Melissa McCall | Raymond Risucci | Moswen Taylor | Terrence Wicks | |
| Kelly McDonald | Patrick Robitaille | Jimmy Tchen | Jenny Williams | |
| Shaun McDonald | Cynthia Romero | Randy Teyssler | Tom Williams | |
| Dawn McElwain | Alan Rosen | Jeffery Thiel | Justin Wilson | |
| Michael McIntosh | Marc Rosen | David Thomas | Kevin Wilson | |
| Eli McKenzie | Paul Rumbuc | David Thornton | Paul Winslow | |
| Benjamin McLean | Atta Saleh | John Thornton | Jesse Wise | |
| Gregory McMeckan | Paramjit Sangha | Sara Thraillille | Nikki Woods | |
| Karen McQuoid | Gabriel Santos | Brian Tittermary | Freida Yakubov | |
| Anthony Mele | Joaquin Santos | Kirk Tubbs | Jeffrey Yazwa | |
| Matthew Melhorn | Rickie Sasser | Tasha Tucker | Marc Younger | |
| Roger Melton | Imran Satti | LaTonya Tucker | Michael Yoxthelmer | |
| Jay Meyer | | | | |
| Jennifer Mitchell | | | | |
| Jared Mlinarich | | | | |
| Travis Moody | | | | |
| Erin Moyer | | | | |
| Gregory Myers | | | | |
| Fialelei Naititi | | | | |
| Chad Neff | | | | |
| Amanda Niss | | | | |
| Timothy Nolan | | | | |
| George Noujaim | Norma Sauls | | | |
| Jason Ocean | James Schneider | | | |
| Dorian Oldham | Marvin Schoenherr | | | |
| Ed Olfert | Tammy Schroeder | | | |
| Laurie Onasch | Tim Schroeder | | | |
| Angeles Ordas | Amir Sedaghat | | | |
| Ilija Orlovic | Robert Seeber | | | |
| Ashlynn Orng | Athar Sheikh | | | |
| Aisake Otukolo | Shaun Sideris | | | |
| Andrew Ouellette | Reynaldo Singson | | | |



it's island time.

Puerto Rico Bound!
 We want to congratulate the qualifiers for the 2008 Convention. Your hard work this past year has been greatly appreciated and valued, and you deserve to be recognized for your achievement. Have a fantastic time in Puerto Rico!

Summit

The Summit was phenomenal with discussions about centralization and sharing of so much information. It will no doubt go in the history books as a turning point for the Company.



I am very excited about this centralized PR, especially after hearing all the details at the Summit. It will be a very exciting year for us, and I can't wait to see what great things unfold in the next 2 years.

I could go on and on, but I am sure that everyone has many things to do. I hope that you have recovered from the Summit, and I look forward to seeing all the exciting changes unfold. Thanks for a great Summit and see you all again next year.

Nadine Boudreault
Home Office Canada (SK)

My compliments on the Summit; it was outstanding! I can't imagine how Kathy is going to top it next year. It was uplifting and very informative. Congratulations to your team.

William Bell
The Josh Chalom Agency

Great job, just a great job, on that PR Summit! Not only did I meet some awesome new people, but I came away re-energized and committed to following an AIL Olympic dream.

Thanks so much for your very valuable Summit.
CJ Briggie
Home Office LA

After some serious tugs on my heart strings (thanks Roger!), a lot of laughter (thanks Scott!), and a strong foundation (a gift from B himself), I remembered why I love this company. Good, honest family values! With the support and resources to pursue passion and social consciousness. Thank you all for a great summit and a once in a lifetime opportunity!

Carrie Ho
Home Office US (MT)

The PR Summit was the best yet, and it has definitely reinforced my commitment and enthusiasm for what I do. It's a wonderful feeling to have such support from everyone in the field but also at the Home Office. 2008 will be the best year ever for PR, I'm sure of it. I'm looking forward to it being my best year for sure.

Fran Christie
Home Office CD (BC)



I truly feel that if anyone left Dallas without being motivated and thrilled to be a part of our family, then they probably do not have the passion in their heart to do PR for our company! I am proud to be a vital part of the team as we move into 2008 - GREAT JOB!

Patti Morgan
Home Office KS, GA & St. Louis

What a wonderful PR Summit it was this year! The best one yet I think for sure! You made it so very special and brought out the heart and soul in all of us. Also may I add the competitive spirit! We are all a team, and I sure felt it this year. Thank you so very much for a wonderful summit, one I will never forget!

Jenny Williams
Home Office US (WA)



Managing PR without Borders

From the desk of Debbie Enstedt

The Vision of Centralized PR was embraced at the PR Summit; the passion was contagious as everyone realized, both individually and collectively, that PR without Borders is transforming Public Relations in very positive ways.

Our perceptions have been changed and we are changing as we embrace our new reality. We are excited about the power of the whole and what part we each play in it.

At the Summit I asked you to step up into the next opportunity in your PR Career and to hold that vision and let your passion take you where you want to go. Is your energy ablaze? Are you ready to take the next step?

My energy is definitely ablaze and I am ready to start putting together the Management Team required to take us to 250 PR Representatives by the end of 2008. I want to hear from you if you're interested.

If you want to be considered for management opportunities, please send me your resume via email to denstedt@ailife.com.

Citius, altius, fortius...
Swifter, higher, stronger.



Promotions

Movin' On Up!

Regional General Agent

Elaina Bosco
Raphael Bouchereau
Tod Brown

Samuel Cohen
Jennifer Wehrle

Master General Agent

Herbert Adams
Stephen Bendure
Karuna Bhatia
Donny Bowen
Michael Boyer
Jaime Cervera

Jessica Chancey-Higginbotham
Vanessa Garcia
Aaron Gebke
Justin Germany
Stephen Hill
Jerren Hughes

Christopher Jordan
Bradley Kampmeier
Garret Kun
Lorenzo Lameko
Matthew Lukesh
Erin Moyer

Louis Paganucci
Rajiv Pankhania
Andrew Streiff
Jeffery Thiel
Federico Watkins

General Agent

Kirk Alexander

Roghie Hassanloo

Rencel Jones

Ryan Vopat

Kedric Davis
Miranda Dellinger
Brian Fernandez
Melissa Hale

Margarita Kagan
Daniel Kelly
Shelly Owen
James Charron

Matthew Dean
Sanya Hudson
Michael Marion
Lamar Oliver

Richard Sprigg
Timothy Velky

Supervising Agent

Daniel Davidson
Leonard Harris

Zeve Katz
Derrick Mason

Aseneth Meza
Daniel Valenzuela

Lauren Andrews
Maritza Argueta
John Atsyor
David Baker
Kimberly Beggs
Koy Billings
Michael Black
Prashant Borda
Karen Brown
William Collins
Cara DeFiore
Kevin Desatnik
Andrew Driscoll
Mickey Flinn
John Gawinski

Aaron Gilbert
Arlene Grosso
Amanda Guthery
Floyd Hodoh
Kevin Ishikane
Stephen Jubrey
Donnell Lee
Mele Mailangi
Richard Manua
Jerry Marion
Wade Massey
Godlove Mbah
David Mellies
Charles Mickens
Tamara Montgomery

Lucia Ortega
Aisake Otukolo
Stephen Patterson
Ashley Preciado
Willison Price
Krishnamurthy Ramakrishna
Richard Ratterree
Ivan Rodriguez
Kurtis Ross
Nelson Scott
Karen Sessing
Scott Smaltz
Kerrie Smith
Milton Smith
Taneshia Solomon

Brian Sundberg
Dywon Terry
Lan Tran
Jules VanSchelt
Kate Verhelst
Shawn Walker
William Walter
Zachary Wesseling
Tony Whitcomb
James Whitesell
James Williams
Faafili Wilson

Happy Anniversary

24 Years of Service

Robert Seeber

18 Years of Service

Kathleen Unitas

16 Years of Service

Charles Hill

14 Years of Service

Timothy Gray
Melinda-Rae Lyse

10 Years of Service

Andre Abramovich
Manon Brulotte

8 Years of Service

Jose Sanchez
Barbara Stillwell

6 Years of Service

Michelle Baxter
Patrick Duray
Shannon Walker

5 Years of Service

Christopher Clark
Desi Dimitrova
Byron Paz
Jeff Ribman
Patrick Stenglein

4 Years of Service

Brenda Hadayia
Robert Harris
Leon Thompson
Glenn VanDeSande

3 Years of Service

Lennis Hayes
Thomas Reagan
Ronald Rivera
Matthew Willrodt

2 Years of Service

William Chang
Rory Crockford
Timothy Dawe
Teresa Daye
Benjamin Eggen
Katherine Fallon
Demetrius Harris
Christopher Jordan
Matthew Laughter

2 Years of Service (cont.)

Rea Lawrence
Ewa Marinaccio
Madge Moodietitre
Timothy Nolan
Tetyana Samoylenko
Robert Shafer
Grant Sharp
Anderson Sooknanan

Daniel Strader
Ricardo Subero
Bradley Weigand
Lanlan Wen
Mathew White

1 Year of Service

Nancy Adkins
James Allen
Stacie Amerson
Donny Bowen
Damien Brodie
Carl Brown
Gregory Brown
Oscar Chavez
Kevin Coleman

Robert Combe
Nathan Cook
Darcie Crotteau
Travis Eick
Brian Fernandez
Sammy Fields
Kenneth Greer
Chris Kim
Kasali Kotun
Araceli Laguna
Megan Lambert

1 Year of Service (cont.)

John Lucio
Matthew Lukesh
Ghina Malaney
Joseph Massaro
Dale Meyer
Stephanie Miller
Antonio Monica
David Montgomery

Andrew Ouellette
John Paul
Anthony Prasad
Fred Primm
Duane Robertson
Steven Rogers
Tiffany Roland
Caroline Schurter
Adam Shusheski
Alan Weissen
Derek Wiens

55% 57.5% 60%

52.5%

BONUS

Retention Bonus*

QUALIFIER	SGA	AMOUNT
Steven Stensrud	Altig-Orlovic	\$7,973.14
Freida Yakubov	Tom Williams	5,733.02
David Farraway	Altig-Orlovic	4,289.83
Michael Mandella	Altig-Orlovic	4,148.34
Max Quasem	Cohen-Cohen	3,978.28
Benjamin Eggen	Altig-Orlovic	3,776.76
Lily Tchen	Cohen-Cohen	3,771.16
Todd Engelson	Alt.-Orl.-Ven.	3,700.60
Anthony Mutter	Altig-Orlovic	3,630.43
Herivelto Pereira	Jatoft-Foti	3,582.29

TOTAL RETENTION BONUS PAID: \$243,590.26

139 Producers Qualified

MGA Bonus*

QUALIFIER	SGA	AMOUNT
Diane Carrion	Eric Giglione	\$1,347.40
Jim Bianchi	Durhon Oldham	1,249.14
Samuel Cohen	Fred Hadayia	796.32
Elaina Bosco	Tom Williams	776.86
Christopher Stephens	Jatoft-Foti	751.76
Richard Barbour	Steve Greer	745.96
David Wang	Bob Olson	720.17
Michael Zorn	Alt.-Orl.-Ven.	550.13
Curt Snow	Jatoft-Foti	537.34
LaTonya Tucker	Bob Olson	518.41

TOTAL MGA BONUS PAID: \$14,696.31

34 Managers Qualified

Reinstatement Bonus*

QUALIFIER	SGA	AMOUNT
Sami Mogannam	Jatoft-Foti	\$2,795.83
Olaf Johnson	Scott Keeney	1,294.23
Matt Pflueger	Altig-Orlovic	978.81
Carlo Bonifazi	Robert Olson	876.99
Balvino Cardoza	Cohen-Cohen	841.83
Earle Harris	Tom Williams	773.58
Daniel Potilechio	Bob Olson	740.43
Robert Lemmond	James Logan	708.42
Julie Wells	Chris Hernandez	677.92
John Bulecza	Matt Henderson	637.68

TOTAL REINSTATEMENT BONUS PAID: \$26,200.94

96 Producers Qualified

PR Bonus*

QUALIFIER	SGA	AMOUNT
Viki Farr	Paul Rumbuc	\$3,575.00
Lori Vaughn	HO OR	2,287.20
Erica Dalager	HO MN	2,103.00
Robin Andrade	HO MA	2,091.00
Carmella Stroud	Donald Orban	1,640.00
Rona Spano	HO Chicago	1,486.59
JT Tasker	Durhon Oldham	1,454.50
Lisa Freedman	Adam Kiss	1,429.50
Brenda DiSomma	HO NJ	1,358.50
Brett Hulme	HO GA	1,195.00

TOTAL PR BONUS PAID: \$35,213.31

104 PR Reps Qualified

BR Bonus*

QUALIFIER	SGA	AMOUNT
Lorenzo Lameko	Steve Friedlander	\$16,809.38
Harjeet Rana	Imran Satti	10,723.20
Sabrina Lloyd	Barry Dillah	8,671.93
Maxine Moody	David Zophin	8,600.78
Zachary Hart	Mat Hart	8,249.65
Timothy Clark	Surace-Smith	8,240.65
Brett Gryska	Durhon Oldham	8,236.14
Cheryl Foti	Jatoft-Foti	8,070.76
Edward Hanna	Tom Williams	6,802.73
David Melcher	John Akers	6,069.40

TOTAL BR BONUS PAID: \$403,212.39

429 Managers Qualified

New Agent Bonus*

QUALIFIER	SGA	AMOUNT
Kent Zadko	Altig-Orlovic	\$4,169.55
Benjamin Shearer	Imran Satti	3,506.36
Roghie Hassanloo	Josh Chalorn	3,299.05
Jorell Washington	Robert Harris	3,163.00
Jamison Weatherspoon	Surace-Smith	3,016.45
Zhenjiang Lu	Imran Satti	2,904.39
Sita Pereira	Steve Friedlander	2,865.32
Joshua Stankovich	Surace-Smith	2,767.27
Luis Besteiro	Tom Williams	2,588.62
Tami Dixon	Matt Henderson	2,445.07

TOTAL NEW AGENT BONUS PAID: \$487,914.45

1,072 Producers Qualified

PERSPECTIVE



SCOTT SMITH

EXECUTIVE VICE PRESIDENT
& CHIEF MARKETING OFFICER

THE TOP OF THE MOUNTAIN

Have you ever been to the top of a mountain?

I ask because in this issue of the Spotlight, we announce the top performers of 2007 — the producers and the leaders who will be recognized at convention in Puerto Rico in a few months. These people sit at the top of the mountain.

What is this metaphorical mountain? What's at the top, and how does one get to the top of a mountain? First of all, a mountain is a spot where your effort has resulted in either professional recognition or personal gratification. Most people think the mountain is somebody else's mountain — one that many people also had the opportunity to climb. That's true for people like Jose Lopes, Jeff Ribman, and Malka Arony. You can see in this issue that they were the fastest and best climbers up the All Mountain in 2007 — the professional recognition mountain. I look forward to seeing the joy in their faces when Roger Smith announces their names at Convention, and they march up on stage to be applauded by their peers. What a wonderful moment for all to enjoy!

I reached the top of the professional recognition mountain a few times. I coached a high school boys' basketball team to an undefeated season, a number one ranking, and a New York State Championship. As an SGA, my agency once wrote \$7M Net ALP! Let me tell you, those were some fun mountains. Having been given the privilege of providing leadership to our sales force is a mountain top I give thanks for being on every day.

Let me tell you about another kind of mountain, and that's the personal gratification mountain. This is your mountain. You determine its height, and

you determine the rate at which you climb. It does not need to be associated with your professional endeavors either. The tallest personal gratification mountain I ever climbed is the one on which I sit every time I look at my family photograph, feeling blessed at having my best friend as my wife and a group of fantastic children.

When you have a sales force of nearly three thousand, obviously everyone can't get to the top of the recognition mountain. But there is hardly a reason why the majority can't climb the gratification mountain.

Do you have a personal gratification mountain to climb in 2008? How about in March, this week, or even just today? Envision that mountain and set the criteria. Climb and then climb some more. Get to the top and feel good about yourself.

Then, make tomorrow's mountain just a little bit taller.



*The only things better than
Backstage passes
are Onstage passes.*

SEE YOU ON THE RED CARPET



2009 Convention: May 14-17, 2009

Stay at the Beverly Hilton, home of the Golden Globe Awards

For complete Convention Qualifications, go to:
www.aflcio.com/agency/spotlight/mclogit.htm

the
BEVERLY HILTON



New Agent Bonus

Total \$487,914.45

QUALIFIER	BONUS*	QUALIFIER	BONUS*	QUALIFIER	BONUS*
Roghayeh Hassanloo	5,661.58	Mark Poirier	5,263.28	Darryl Jones	4,948.03
I-Perfection Harris	3,243.01	Johnathon Bunch	1,252.61	Michael Black	956.75
Mafeya Fetu	1,030.53	David Popowitz	1,240.64	Adam Ellis	95.26
Jamison Weatherspoon	2,971.54	Richard Pasternack	1,241.67	Peggy Zanowick	950.23
Maritza Argueta	2,617.26	Brian Courtney	1,241.04	Edward Rangel	947.15
Shaelagh Legus	2,423.36	Heidi DeMont	1,217.86	Ivona Amadio	943.71
Charles Zwicker	2,250.68	Trucate Rolle	1,237.01	Timothy Velky	941.51
Lee Jeffers	2,225.07	Erin O'Rourke	1,215.24	Frederick Greene	917.22
Pat Madsen	2,113.01	Rahim Maghsoud	1,211.35	Donna Lee	937.14
Kent Zadko	2,052.76	Tenta Nauma	1,201.49	Leonard Harris	935.97
Darron Hacker	2,033.16	Nicole Shelton	1,184.80	Asuey Whitehouse	911.24
Natalie Lloyd	2,024.17	Matthew Lukesh	1,175.82	Duane Robertson	928.65
Katherine Wright	1,991.79	Ribert Stocum	1,171.43	John Velsek	925.01
Hsing Hsu	1,927.97	Charles Chambers	1,160.49	Guillermo Fabiani	921.96
Brent Leathers	816.11	Angela Chambers	1,133.99	Kirk Alexander	921.88
Susana Havil	811.14	Imity Kagan	1,131.92	Michael Weeder	911.88
Mario Chavez	808.89	Ivan Rodriguez	1,131.06	John Harrison	914.21
Tami Dixon	809.70	Ryan McIntosh	1,149.09	Troy Burgin	912.67
Ara Awad	1,805.71	Karen Seering	1,148.13	Sheila Albitre	910.44
Hadyu Xu	1,696.76	Thomas Drimney	1,147.03	Darshakatar	906.50
Damien Cameron	1,674.19	Donald Johnson	1,141.91	John Casano	901.90
Aaron Schroeder	1,638.44	Lauren Andrews	1,141.91	Aaron Casano	899.40
Brendan Boyle	1,624.61	Janet Williams	1,141.91	Jeremy Gray	897.98
Babak Zadeh	1,620.59	Gary Van Ert	1,141.91	Edward Bernard	894.40
Ululfao Tauai	1,598.97	Jeffrey Huardreau	1,141.91	Norman Lightower	891.41
Arlene Grosso	1,598.42	Karen Kotian	1,141.91	Brian Resnik	891.49
William Edwards	1,581.26	Kaysha Riey	1,141.91	Oranatum	888.18
Lute Havil	1,571.91	Keri Whalen	1,141.91	Kurtis Ross	881.17
Naketa Talag	1,546.84	Sita Pereira	1,114.37	Melnie Lewis	879.99
Mickey Flinn	1,535.24	Vance Bosch	1,113.77	Dart Brown	878.07
Alicia Pineau	1,531.99	Robert Drake	1,111.11	Adam Shusheski	876.51
Stephanie Cao	1,522.47	Victor Ramos	1,106.09	Amber McFowen	875.80
Daniel Walton	501.12	Deanne Shaw	1,103.12	Talitha Johnson	874.44
Brock Graff	501.12	Jules Van Schelt	1,096.67	Sharon Joseph	873.39
Timothy Palmer	501.12	Asha Baxter	1,095.22	Christopher Feiner	869.02
Clifford Meikelburg	491.76	Laurie Quinn	1,091.18	Shawn Walker	865.62
Shawn James	491.76	Ronald Gunvara	1,089.16	David Saez	861.88
Lisa Carman	491.76	Edward Harris	1,089.16	James May	861.14
Robert Vincent	1,058.76	Michael Rice	1,083.28	Christina Lanzer	859.49
Michael Thomas	1,011.81	Theresa Kiel	1,083.08	Daniel Machowski	853.98
William Walter	1,011.81	Tyler Lemon	1,081.81	Daniel Valenzuela	852.43
Marshall Johnson	1,011.81	Stacy Taylor	1,079.53	Steven D Andrea	851.28
Colin Germann	1,011.81	Yvonne Brown	1,079.07	Benjamin Papp	851.78
Peter Raymond	1,011.81	Joni Marante	1,041.08	Chris Smith	851.60
Virginia Sibrey	1,011.81	Jennifer Doyle	1,067.11	Anthony Paradiso	850.28
Timothy Matteson	1,011.81	Christina Campos	1,059.82	Sheryl Patterson	849.32
Cassandra Gordon	1,011.81	Meissa Schroeder	1,053.77	Andrew Brinkmeyer	843.28
Tevka Lisiate	1,011.81	Jennan Johnson	1,041.51	E Zweide	842.68
Michael Yoxheimer	578.18	Brian Lundberg	1,041.51	Arla Smith	841.01
Gail Arundale	1,377.61	Katie Chase	1,041.51	John Michael	831.74
Kyle Crawshaw	1,364.58	Monica Sawicki	1,041.51	Michael Burke	831.72
Amy Shui	1,363.77	Christina Hester	1,041.51	Daniel Burrell	811.72
Scott English	1,355.77	Maria Greene	1,041.51	Ota Hausio	811.61
Erik Costello	351.14	Sarah Castanon	1,011.01	Andriw Petersen	811.78
Jason Beyer	1,345.49	Fatima Naiti	1,011.01	Kevin Chikane	811.21
Ane Taateo	1,345.25	Karen Fleming	991.96	Jeremy Caglav	811.18
Martin McCarthy	1,345.44	Melissa Merrill	991.66	Francisco Bello Leon	811.74
Marilyn Schoenherr	333.58	Jacqueline Austin	991.60	Blossom Oedoruk	811.14
Jason Ocean	326.45	Damien Caraday	991.60	Ara Wandurraga	811.23
Amy Buskas	1,324.95	David Aronovich	989.4	Marylin Covington	811.66
Danielle Jankowski	1,324.45	Filipo Havil	988.17	John Gawinski	811.80
James Whitesell	1,323.82	Joshua Stankovich	981.57	Marisa Willigube	811.03
Brian Mansel	1,321.87	Danie Sroogins	981.69	Cayton Burkhardt	814.2
Nathaniel Gagum	1,320.30	Sonia Mann	980.86	Keith Drakeford	810.11
Antonio Monica	1,316.34	James Kelly	972.87	Reynardo Singson	809.84
Stephen Jubrey	1,311.75	Timothy McCready	964.35	Tahina Richards	808.88
Matthew Krappf	1,310.93	Timothy Watson	964.74	Dwight Carr	805.59
Elizabeth Cox	1,310.41	Brandon Kissinger	961.39	Maiton Edwards	798.67
Alexey Kallin	1,300.28	Kristin Henry	961.13	David Zeqinski	797.08
Terrence Wicks	297.58	Bill Duncan	961.93	John Slapnick	797.08
Catherine Minor	291.76	Danielle Mitwasi	958.92	James Brothers	796.97
Andrea Saylor	1,278.92	Telly Wilson	958.81		

New Agent Bonus

QUALIFIER	BONUS*	QUALIFIER	BONUS*	QUALIFIER	BONUS*
Jackie Alston	\$796.1	Michael Lockhart	\$626.64	Clifton Horton	\$580.55
Shane Wallman	793.03	Blake Higuachi	622.41	John Glennon	580.36
Raymond Appleberry	790.08	Zenobia Stanton	621.05	Shaun McDonald	499.47
Mark Atkinson	786.38	Jarrod Turner	618.73	Flavia Braking	497.62
David Engelson	785.75	Rondi Cook	618.21	Michael Camara	497.07
Elizabeth Cazares	779.81	Shamitha King	616.49	Kimberly Beggs	496.79
Carmen Johnston	775.63	Kevin Yakowich	614.70	Ryan O'Donne	495.20
Anca Susan	775.05	Darcie Crotteau	614.43	Brendan Sheehan	492.24
Andries Visagie	770.68	Kevin Holtz	612.04	Krishnamurthy Ramakrishna	492.01
Thurmond Rogers	767.99	Danie Dummer	610.54	Jennifer Arrijo	490.97
Ian Aiken	767.45	Justu Wilson	610.24	Teamohare Meroft	490.84
Brittany Smart	763.36	Jake Sheridan	608.68	Lawrence Wolff	489.92
Brian Walchok	757.26	Brandon Beisle-LaMoureux	608.34	John Olson	487.50
John Helmuth	751.92	Adam Schalter	608.29	Brett Burlingame	486.77
Maryna Daniellan	748.63	Jason Marlow	606.58	Stephane Piche	485.69
Rasha Worthington-White	747.54	Michael Riebel	606.23	Christopher Adams	484.75
Jose Cruz	746.49	Daniel Jones	605.4	Bridget Wilson	483.6
Jermaine Gunter	744.54	Tomynnda Liddell	604.35	Manuel Karasimonyan	481.88
Brian Tittermary	719.86	Leslie Wilfrino	603.87	Oleksiy Kuznetsov	481.36
Detreia Glover	719.55	Maria Thiang	603.5	Cherry Clarke	480.65
Curtis Hostman	717.10	Jennifer Mitchell	603.15	Jeffrey Dugan	479.57
Joseph Costantini	716.65	Amarda Guthery	601.44	Moussa Cissoko	478.26
Norma Alvarez-Pheips	716.39	Allen Kirk	599.80	Andrew McParian	474.43
Richard Manua	711.72	Kesaja Savini	598.61	Brian Caradus	471.14
Tracey Dugan	711.10	Darrell Simpkins	595.90	Mariella Medeiros	470.48
Mele Manangi	711.81	Dale Meyer	595.45	Craig Adams	469.89
Juan Cardona	711.22	Nedelia McLean	595.11	John Szoka	463.82
Keith Smith	711.09	Christa Sullivan	595.04	Gregory Myers	462.77
Alfonso Garcia	710.99	Coraire Vasquez	594.20	Anthony Theriault	461.61
Erica Cassavaugh	710.06	Howard Anderson	591.79	Douglas Nowlin	460.40
Charles McMan	710.25	Lucea Moss	589.97	Viollet A Solhka	459.95
Brian Stevenson	717.09	Mary Chastity Daquigan	589.77	Tiffany McCray	457.81
Kodi Palmer	716.45	Sydneshia Pennie	588.43	Robert Willis	455.57
Henry Getty	711.58	Taionna Davis	585.09	Leigh Markay	451.16
James Kennan	711.65	Andrew Whitley	581.71	Debbie Roinero	451.04
Marilyn McKinney	709.24	Dustin Kintgebie	580.48	Timothy Gray	448.92
Brett McCoy	701.06	Nelise Whittaker	580.11	Jana Bevanidge	447.77
Amanda Lichtenburg	706.94	Asebeth Moya	579.61	Jesse Hinkley	439.68
Dennis Samuels	701.66	Brayden Foss	576.7	Wilfredo Figueroa	439.01
Jefferson Ardika	699.99	Richard Ratterree	574.40	Omar Syed	436.46
Gregory Bogovian	699.48	Sylvia Martinez	571.13	Ryan Greene	435.43
Robert Grantzow	699.27	Ngatakopua Aloa	571.06	Richard Sprigg	434.79
Shaun Siddons	691.97	James Green	571.68	Mamma Wignai	431.77
Dan Collins	616.47	Andrew Streiff	569.4	Amey Priyado	431.75
Jason Hillingsworth	616.80	Godlove Mbah	567.95	Adrienne Terry	431.68
Msiobhsuan Li	606.11	Alberto Alcalá	562.87	Sheila Arnold	430.76
Dichita Warren	601.25	Nicholas Dwyer	562.93	William Buckenmeyer	430.65
Mack Metall Gray	601.51	Marchor Tatmon	561.55	Scott Smaltz	430.62
Jerry Kust	609.89	Lance Martin	560.43	Kelly Irwin	430.28
Donald Cord	608.48	David Mellies	558.52	Daniel Eggers	423.79
David Carr	606.72	William Collins	558.13	Stacie Jones	421.03
Jun Ma	604.01	Kyle Jackson	556.95	Sharonda Moses	421.80
Daniel Griffin	601.76	Josiah Burton	552.49	Brian Baich	421.06
Jeremy Rogers	674.9	Patricia Prose	550.65	David Clarke	417.44
Eric Allison	671.56	David Da Rosa	547.43	Tiffany Mamberly	415.33
Gina Long	671.93	Thameeka Pearson	544.95	Castalia Infante	411.03
Devlin Zellars	670.08	Christopher Brooks	541.41	Brent Morrissey	412.91
Jocelyn Dirgo	661.70	Ryan Whorley	538.44	Sunderrp Ciewa	412.03
Angelica Ciallardo	664.47	Kam DeRosier	537.38	Angela Miller	411.97
Milton Smith	661.81	Craig Beck	537.07	Andrew Kutcher	411.46
Jocelyn Sage	661.45	Sabrina Chandler	536.54	Zevu Katz	410.12
John Morlins	660.68	Matthew Smith	536.15	Alfredo Ramirez	409.27
Jimmy Tr-Hen	656.89	Molly Baub	535.54	Emerda Rosales	407.87
Darryl Washington	656.41	Robert Hearn	531.04	Sanya Hudson	406.96
James McLagan	651.99	Candace Emerson	532.46	Kyle Reed	406.66
Jonathan Davia	651.54	Amanda Hess	530.01	Kate van Heist	406.42
Cole Stukenholtz	649.80	Dorothy Henkel	527.54	Krisun Garramone-Hager	405.91
Albert Kunsman	648.06	Mark Beckford	520.32	Afioga Vailea Samala	405.51
Mariana Time	647.20	Tanis Moulden	516.25	Carla Mejia	403.47
Mark Budey	647.05	Debra Bell	517.83	Tracy Holden	400.88
Jamie Zeigler	646.52	Frank Lewis	514.17	Meuy Saeiee	400.8
Zachary Wesseling	646.19	Aeriel Fitzgerald	513.66	Lee van Delft	399.32
Todd Mireti	645.77	Robert Decker	510.07	Kathryne Behm	395.55
Zdravko Stoyanov	644.82	Kenneth Greer	506.68	David Hollis	394.2
John van Buren	642.13	Tyler Reed	505.90	Matthew Clisson	393.87
Malia Li	640.75	Mikko Paavola	505.48	Kathryn Dickens	387.72
Lamar Oliver	638.37	Jeffrey Cuddeback	503.49	David Walton	385.48
John Fargot	627.30	Christina Lenoir	502.12	James Hobgood	384.28

New Agent Bonus

QUALIFIER	BONUS*	QUALIFIER	BONUS*	QUALIFIER	BONUS*
Michael Ellis	\$381.81	Yolanda Perayo	331.69	Jessica Kemp	248.25
Autumn Hickey	181.12	Frank Kolligian	311.97	Kimora Roi	237.86
Gevorg Yanukyan	382.02	Kurt Smith	310.57	Brent Beigman	237.68
Edward Shannon	382.40	Andrew Skarka	310.44	Keith Kirchner	236.40
Tin Nguyen	382.02	Terry Knudson	309.00	Kauna Bhatia	235.84
Samuel Styve	381.85	Shelby Visaint	308.84	Quinton McDonald	235.41
Frank Rojas	381.75	Kenneth Igon	308.73	Ukaya McGee	235.24
Michael Romeo	381.28	Erin Moyer	307.13	Jeffrey Hagan	235.22
John Tate	380.89	Lawrence Willhite	307.06	Jose Gonzalez	234.85
Norma Jones	380.67	Danie Dominguez	307.02	Neoma Sauls	234.75
Karen Gastetter	379.79	Edward Rivers	305.86	Joanne Dragotta	234.48
Jonathan Butler	378.45	Timothy Keene	305.31	Thomas Banurich	234.33
Sarah Maiekyar	377.72	Wade Massey	305.16	Paul Terpening	233.49
Marcus Stengel	377.40	Joshua Ardelean	303.77	Cara DeFlore	232.65
Charlotte Slater	377.35	George Rumble	302.91	Elieta Funaki	231.77
Crystal Bobay	376.38	Kenneth Dezman	302.47	Mary Roadruck	228.99
Andrew Driscoll	375.36	Vanessa Carrisa	301.14	Chloe Hadley	228.78
Sarah Frost	375.22	Andrew Pacifico	301.98	Sei Tarte	228.48
Marcus Herald	375.01	Eugene Newsome	301.38	Andre Christie	227.77
Scott Coutcher	374.55	Jonathan Chartrand	300.64	Sue Wood	226.75
Sara Wisnor	374.26	Matthew Cooney	299.61	Brad Kersey	226.64
Harpreet Bassi	372.05	Jerry Monson	299.12	Matthew Goode	227.71
Kylie Marano	369.66	Linnea Montague	298.17	Nicole Titts	227.71
Adam Dziak	369.53	Lance Hood	296.50	James Williams	227.20
Laura Alvar	368.61	Gregory Prangston	296.05	Salva Ortiz	226.44
Julia Beatty	365.29	Deane Wilson	293.59	Randall Dority	225.72
Daniel Stratton	364.91	Patricia	293.45	Channing Byrd	225.18
Andrew Massey	364.20	Michael Solomona	289.74	Mark Sowlen	224.10
Christopher Halloran	362.52	Todd Rothfuss	289.74	Albert Thompson	223.70
Julie Hallgren	361.72	Otis Frazier	289.46	Sandy Shim	223.68
Linette Solano	361.47	Jarred Jones	287.55	Dan Sweda	223.12
Angela Luciani	360.90	Uchenna Asika	284.85	Ronald Cappelli	222.84
Joshua Berns	360.36	Shawn Yarbrough	281.87	Alfredo Salazar	221.91
Fotofik Namoia	358.82	Carolyn Gass	280.82	Teatu Fusi	221.18
Michael Jones	355.76	Ryan LeBaron	280.50	Jesse Moreno	221.77
Misty Borman	355.18	Mary Altie	276.72	Rodolfo Garcia	221.38
Stanley Blind	353.96	Jessica Chancy-Higginbotham	276.34	Seth McKelvey	221.29
Andromeda McClenahan	353.68	Sarah Riley	273.23	Michael Pett	220.89
Chuck Tan	352.87	Alex Avramis	271.03	Maria Boulangier	220.81
Andrew Williams	350.91	Nina Edmund	270.88	Casey Kim	220.88
Joseph Smith	349.12	Artemus	270.12	Adrian Johnston	220.27
Christopher Entner	348.41	Mike Anger	270.04	Stanley Jones	220.85
Jessica Mejza	348.53	Estela Rincon	269.21	Christina Turner	220.88
Kovita Harris	348.22	Gregory Thompson	268.40	Inhan Jemilskho	220.76
Charles Mickers	347.82	Mark Myles	265.35	Milton Garlick	220.48
John Wilson	347.00	Gregory Simek	264.32	James Sutherland	220.21
Matthew Dolimpo	345.44	Edward Geiger	263.14	Taru Duseigneur	219.84
Jason Blanco	344.81	Benjamin Hanko	262.87	Kyran Benzinske	219.70
Frank Mangus	344.06	Charles Schwetz	261.52	Palao Pereira	219.09
Herbert White	338.10	Darryl Anant	259.48	Bennie Jones	218.58
Nimolas Lawrence	337.91	Dewey	258.00	Kevin Coleman	218.61
Reator Tong	337.14	Dewey	256.11	Minna	218.69
Corintha Griffin	336.70	Jason South	255.64	Norman Shanor	218.25
Larry Ferraro	335.95	Linda Sapten	253.77	Armando Ariola	207.45
Frank Berger	335.16	Michael	253.15	Valinda McLean	207.29
Shashank Hedao	335.14	Bradly Larsen	252.87	Arthur Lee	207.11
Andrea Lammage	334.75	Roshelle Ruffin	252.40	Amanda D'ibose	205.80
Anais Fernandez	331.34	Cassandra Bush	251.52	John Wagner	205.14
Beverly Brooks	330.57	Alvany Bukacinski	251.28	Linda White	204.72
Mat Wysz	330.54	James	250.65	Jesse Sharp	204.50
Jang Kim	329.06	William Coleman-Pender	249.36	Cody Christian	202.97
Michael Antognoli	328.96	Eric Hamlar	248.79	Matthew Dean	202.18
Yanz Council	328.74	Christopher Markin	248.14	Landon Yamishiro	201.92
Shafig Aza	328.06	Travis Brown	246.20	Jod Smith	201.81
Wei Chen	327.47	Lenard Walker	245.10	Alexander Gray	201.16
Keith Green	322.38	Alanna Saddler	244.63	Erin Ralph	200.90
Floyd Taylor	321.62	Kevin Richard	243.90		
Curtis Craft	321.26	Anthony Pereira	243.61		
Marla Puru	320.63	Kirk Tubbs	242.72		
Lorie Keller	319.60	Vera Grant	242.67		
Viliani Maffeo	315.97	Matthew Travers	241.37		
Daniel Storm	314.62	Melanie Harvey	240.96		
Kari Vanat	313.24	Daniel Kelly	239.41		
Debbie Bishop	312.97				

*All qualifiers listed achieved at least \$200 in bonus totals.

Retention Bonus

Total

\$207,425.37

QUALIFIER	BONUS*
Max Quasem	55,748.80
Lily Tchen	4,978.07
Freida Yakubov	4,565.56
Jose Lopes	4,405.95
Helen Taylor	3,930.56
Joaquin Santos	3,167.95
Daniel Pottechio	3,135.88
Tomothy Cruise	2,911.99
Sean LaCroix	2,854.74
David Thornton	2,834.43
John Cochrane	2,777.03
Scott Hanna	2,772.02
Krista Thieme	2,707.51
Jinzhou Zhao	2,690.88
David Faraway	2,684.91
Greg Stewart	2,676.02
Harpreet Gujral	2,667.43
Afred Brenner	2,630.97
Nestor Aramayo	2,518.09
Naveen Eapen	2,456.73
Sidney Hodgskiss	2,418.59
Alex Bluhm	2,372.75
Yevgeniy Kashkin	2,294.59
Gregory Hayman	2,276.61
Eric Miller	2,271.11
Henivelto Pereira	2,209.73
Arnold Acovienio	2,200.47
Ed Olfert	2,197.00
Valerie Capano	2,118.46
Candace Engelson	2,076.84
Kevin Appasamy	2,048.00
Jay Meyer	2,026.24
Joey Kennedy	1,990.21
Kelly McDonald	1,920.47
Bonnie Williams	899.72
Paramjit Sangha	868.62
Randolph Souliers	860.27
Earle Harris	840.65
Gabriel Santos	830.36
Pamela Madd	1,814.92
Leon Thompson	1,807.76
David Jackson	1,801.57
Scott Remmey	1,796.68
Dawn McElwan	1,781.71

QUALIFIER	BONUS*
Rudi Camezind	5,155.01
McKenzie Unse	1,754.00
Anne Fernandez	1,745.82
David Boshard	1,731.78
Jesse Wise	1,728.37
Steven Edgell	1,686.20
Thana McBair	1,667.63
Samantha Chui	1,667.27
Richard Carter	1,650.68
Todd O'Neil	1,640.90
Michael Boyer	1,630.08
Douglas Bauknecht	1,610.10
Karen McQuid	1,596.03
Bradley Ellison	1,572.44
Katherine Georgiou	1,564.60
Thomas Tulownecki	1,559.41
Kevin Haines	1,520.04
Diego Arango-Puerta	1,505.60
Ambera Yee	1,501.56
Allison Bankowski	1,491.91
Herbert Adams	1,484.59
Barbara Stillwell	1,448.26
Naira Pomare	1,445.08
Bradley Kampmeier	1,440.09
Tony Motley	1,440.89
Grant Sharp	1,375.70
Larry Bolinske	1,348.48
Ricardo Subero	1,310.86
Paul Smoley	1,300.34
Kenneth Madden	1,309.56
Earnest Loveless	1,294.77
Patrick Parisi	1,271.67
Lovefy Johnson	1,255.66
Mark Bleier	1,244.47
Timothy Dawe	1,241.57
John Failey	1,225.71
Michael Snow	1,222.16
Douglas Zigby	1,210.83
Tyler Hunt	1,210.52
Samuel Cohen	1,207.30
Nancy Myers	1,205.63
Bradley Kincard	1,202.37
Hank Gordon	1,201.03
Tasha Tucker	1,161.65

QUALIFIER	BONUS*
Sharon Nigota	\$1,159.15
Clayton Menezes	1,141.04
Samson Adedunsi	1,065.62
Nikko Woods	1,027.92
Robert Shafer	996.82
Benjamin Eggen	910.78
Robert Ulreich	940.32
David Williams	925.28
Joanne Marks	925.15
Natalie Linker	910.18
Lacey Stoor	904.56
Chad Neff	900.79
David Romfoe	880.67
William Gordon	868.47
Lorena Batiere	868.20
Desa Dimitrova	840.36
Anita Facundo	816.91
Christy Starr	800.88
Sara Welch	774.01
Raymond Risucci	771.47
Al-Karim Wajil	761.58
Beth Snow	759.82
Lee Croft	759.57
Patricia Longenecker	742.48
Sami Mogannam	725.41
Donald Wold	642.82
Marc Younger	623.29
Erickson Bencosme	620.67
Rickie Sasser	614.94
Carole Rossman	605.35
Matthew Kernan	597.75
Richard Davis	586.07
Andrea Barenholtz	513.78
Bedis Khani	502.14
Jared Mimarich	480.83
Sabrina Lloyd	479.91
Ewa Marinaccio	474.18
Kevin MacKinnon	467.89
Gabriel Feldmann	465.65
Gregory Engrav	457.06

*All qualifiers listed achieved at least \$200 in bonus totals.

Reinstatement Bonus

\$29,319.85

February Bonus Qualifiers

Nam Nguyen	\$1,527.05	Bonnie Tong	\$451.77
Vahn Weizman	1,404.87	Hajeeb Rana	440.37
Michael Farnsworth	1,276.53	Michael Farnsworth	412.14
James Kim	919.59	Joel Matherson	403.59
Chris Smith	838.12	Vanessa	397.65
Erica Kasper	770.07	Philip Davis	396.66
Michael Smith	763.08	Robert Webb	383.70
Gregory	751.86	Maryna Duzhynska	372.00
Michael Smith	743.50	Terrence Webb	367.28
Michael George	712.74	Michael Matherson	344.01
Michael Kell	710.37	Michael Smith	338.01
Michael Smith	700.49	Stephen Labadie	336.92
Michael Smith	699.66	Anca Susan	333.23
Michael Smith	678.36	Lawrence Hruskewsky	332.43
Michael Smith	675.88	Allan Gilbert	316.98
Michael Smith	603.84	Christa Neufuss	310.32
Michael Smith	576.42	Gary Stewart	279.51
Michael Smith	553.05	Earnest Lovelace	263.04
Michael Smith	551.88	Robert Farnsworth	253.92
Michael Smith	533.22	Boris Kilani	235.44
Michael Smith	494.25	Rudi Lundquist	233.49
Michael Smith	486.63		
Michael Smith	482.70		
Michael Smith	456.42		

*All qualifiers listed achieved at least \$200 in bonus totals.

BR Bonus

Total \$371,590.09

February Bonus Qualifiers

Qualifier	Bonus
Lorenzo Lamele	\$13,718.96
Hajjert Rana	8,860.77
Jim Bianchi	8,789.17
Sabrina Lloyd	8,380.06
Stephen Hill	8,000.17
Brett Gryska	6,284.63
David Guzman	5,535.23
Michael Vasu	5,172.12
Samuel Cohen	5,090.18
Robert Dunn	4,850.67
Cheryl Fott	4,536.68
Steven Engrav	4,264.16
Phillip Prata	4,049.29
Wayne Fuder	4,014.69
Jeremy Welch	3,994.01
Desi Dimitrova	3,926.60
Joseph Moore	3,889.93
Bradley Weigand	3,881.62
Brian Alli	3,810.73
ZaTanya Tucker	3,820.53
Dorian Orlbham	3,522.56
Scott Namia	3,467.89
Matthew MacCannell	3,390.02
Daniel Phares	3,350.82
David Melcher	3,128.32
Randy Reysier	3,102.23
Laura Fisher	3,052.07
Alex Gakhov	3,025.86
Maxine Moosly	3,011.29
Konj Leonard	2,983.65
Richard Barbost	2,932.51
Byron Par	2,918.63
Tary Haden	2,896.48
Renne Jeffries	2,898.34
Moswen Taylor	2,864.48
Erin Moyer	2,832.47
Ryan Olsanz	2,817.86
Mitchell Guplantis	2,786.26
London Burnett	2,743.25
Mathew Mealey	2,596.60
Alex Gonzales	2,589.85
James Palmes	2,480.49
Patricia Lee	2,415.66
Michael LiBassi	2,389.04

Qualifier	Bonus
Michael Lecomte	\$2,328.44
Sebastian Kazek	2,324.47
Emmanuel Willasenor	2,304.18
Diane Carrien	2,281.90
Steven King	2,270.14
Albert Thompson	2,224.49
Zachary Hart	2,125.70
Dennis Truesbe	2,076.05
Levar Morgan	2,050.39
David Hausman	2,004.21
Ronald Rivera	2,003.67
Nicholas Zampardi	1,979.11
Trent Moody	1,973.61
Tiffany Rutland	1,926.21
Matthew Melhorn	1,838.54
Alberto Alcalá	1,794.02
Gregory Engrar	1,765.32
Perquida Osborne	1,706.95
Brendan Ester	1,663.97
Moungjal Sukthabarn	1,640.29
Mariano Baza	1,631.28
Steven Fott	1,626.80
Ty Meyer	1,610.95
Michael Garrett	1,608.00
Curtis Probstel	1,568.12
Stephen Boudine	1,455.03
Simon Mayer	1,432.29
Mark Glaser	1,412.00
Yesside Brown	1,378.00
Peter Libal-Jomalava	1,372.96
Laverne Black	1,350.54
Francisco Perez	1,327.56
Steven DiChiano	1,304.87
David Inye	1,276.55
Kathryn Chaisson	1,269.28
James Cunningham	1,248.14
Joshua Field	1,189.64
Mark McLatchey	1,178.65
Robert Shafer	1,157.39
Michael van Delft	1,135.18
Lurie Harris	1,133.66
Erik Graham	1,128.31
George Lahamedjian	1,126.60
Rosalie Zwicker	1,115.67

Qualifier	Bonus
Antoinette Yellack	\$1,114.11
Carmine Cupo	1,087.51
Kevin Desainik	1,085.60
Tod Brown	1,071.62
Elaine Bosco	1,070.72
Reynaldo Sington	1,061.66
Timothy Clark	1,058.60
Rencel Jones	1,055.74
Jennifer Wehrle	1,053.16
Tyler Falgowski	1,049.89
Edward Rutngol	1,016.59
Richard Sprigg	1,011.80
David Montgomery	1,011.71
Rodney Ward	1,011.46
DeMario Cooper	1,002.14
Christopher Stephens	997.34
Tim Schroeder	977.05
Averyll West-Washington	961.45
Todd Engelson	932.81
Christopher Jordan	928.23
Ahén Magens	921.30
Jaxon Dickson	919.23
Brett Gryska	902.10
Christopher Williams	901.57
Paul Samra	892.75
Dale Kuntz	892.10
Michael O'Rourke	877.35
Ryan Tucker	866.54
Grent Sharp	852.21
Rufat Djangirov	847.97
William Chang	844.83
Robert Hughes	820.13
Atia Saleh	804.17
Steven Strong	799.22
Dawn McElwain	786.14
Bradly Larsen	783.71
David Thomas	781.02
Pamela Ledd	779.99
Patrick Duray	766.57
Michael McIntosh	754.15
Oustin Baalum	752.07
Mark Corkrean	750.78
Daniel Walton	748.40
Jason Taylor	747.00

BR Bonus

Qualifier	Bonus
Michael Sheets	5746.18
Allan Gilbert	743.10
Sidney Hodgskiss	741.59
Kelvin McDiarmid	739.46
Josh Pearson	734.83
Raymond Alsucci	718.42
Andrea Bavenholtz	700.98
Tarind Turner	696.91
Larrier Oliver	692.55
Daniel Kelly	690.27
Jason Young	686.35
Robert Kanaan	682.30
Norma Sauls	679.79
Natalie Linker	675.98
Deonica Culberson	667.96
Antonio Monica	662.15
Gillian Watson	644.17
Daniel Orr	642.98
Toby Potter	636.91
Ashley Hendisbee	634.35
Bery Erickford	632.61
Kristin Garamone-Hager	623.01
Aaron Gebke	622.00
Sanya Hutson	621.07
Aisake Otukalo	602.04
Matthew Gonzales	592.60
Derek Wiers	589.29
Robert Hearn	581.57
John Hancock	576.27
Patrick Stenglein	575.99
Jeremy Schultz	572.29
Flavia Brakling	564.05
Joseph Larsen	561.05
Kathelene Georgiou	559.81
Rebecca Klebsch	556.63
Jeremy Riehl	551.82
Tajeshia Sankomai	546.10
Louis Paganucci	545.25
Aaron Burke	535.75
Clifford Meckelburg	534.92
Dewey Lewis	532.22
Gabriel Feldmann	528.22
Robert Hamilton	524.83
Josh Killian	519.27

Qualifier	Bonus
David Tolomonov	5511.43
Mary Attie	510.95
Cindy Laven	505.77
Natalie Soboleva	495.78
Kenneth Greer	490.01
David Galbertsij	486.82
Claudia Zucala	482.82
Fialele (Maitii)	461.77
Anthony Balsano	461.17
Dawn Hermosura	458.95
Aubrey Sarreal	457.62
Ryon Vogel	457.44
Ermyr Tichen	452.81
Sara Welch	448.53
John McCueary	432.96
Vanessa Garcia	426.25
Elizabeth Cazares	421.80
Jamison Weatherspoon	421.06
David Wang	421.11
David Harris	419.07
Henry Getty	408.91
Jason Ocean	414.81
Richard Correa	409.85
Benham Halali	407.84
Nikki Woods	406.84
Herbert Adams	404.96
Sarah Riley	397.94
Tony Birch	395.95
Dichina Warren	392.93
Jackie Akson	391.39
Daniel Davidson	386.72
Stephen Jubay	386.56
Cory Carbon	375.46
Aranda Tenorio	373.25
Kurtis Hoss	372.09
Charles Hutchins	368.59
Gevorg Samiryan	363.56
Andrew Starba	355.56
Gary Van Est	353.48
Volodymyr Demyshayev	352.65
Nicholas Emgrin	351.52
Evan Holzhauer	331.55
David Ramirez	327.86
William Scott	327.43

Qualifier	Bonus
Martin McCarthy	5317.38
Jason Harris	314.64
Brian Fernandez	309.20
Julianna Jones	304.45
Selina Asata	302.43
Agatha Safford	298.65
Milton Garlick	294.70
Michael Marion	293.99
John Szoka	292.17
Stefan Johannsson	290.93
Joshua Goodman	288.63
Timothy Matteson	286.59
Matthew Davis	285.73
Matt Pfeueger	279.17
Tabor Simon	277.52
Alan Silverman	277.37
James Channon	270.04
Arunda Guthery	269.31
Michael Zorn	267.32
Brian Bach	265.95
Bonnie Williams	258.70
Brian Morse	253.66
Rachel Arenas	252.04
Michael Sakinowicz	250.16
Danielle Jankowski	249.95
Brandon Davis	237.58
Richard Davis	235.06
Curt Senw	234.15
Beth Senw	231.99
Harpreet Gujral	229.37
Zevv Katz	228.85
Joanna Marks	228.54
Raphael Bouchereau	228.33
John Arsyur	226.58
Justin Germany	226.25
David Sandoval	225.64
Ronald Erioflander	211.64
Lloyd Surrell	202.99

*All qualifiers listed achieved at least \$200 in bonus totals.

MGA Bonus

Total

\$15,559.19

February Bonus Qualifiers

David Epps	\$1,547.79	Michael Vaw	\$337.49
David Guzman	1,459.64	Lawrence Hauck	335.80
Dorian O'Brien	1,202.02	Earle Harris	326.56
Steven Kogut	1,125.17	Valodymyr Dzerovanyy	309.74
Douglas Ryan-Ford	1,039.13	Harpres Gajral	278.23
Brett Goyka	674.38	Jason Dickson	273.14
Matthew MacCormick	629.80	Ted Brown	270.65
Alan Gonzalez	612.97	LaTonya Tucker	250.73
Clara Boser	608.60	Steven King	220.19
David Heintzen	590.04		
Jon Burchi	555.13		
Russ Goyka	529.16		
Charles Ford	472.19		
Steven Fink	374.64		
Natasha Sebberson	362.30		
Leona Fisher	350.93		

*All qualifiers listed achieved at least \$200 in bonus totals.

Public Relations Bonus

Total

\$42,267.66

Chuck Hill	\$6,943.00
Nadine Boudreau	6,863.13
Rona Spano	3,706.80
Rodney Starbarn	3,055.00
Al Wall	1,842.92
Brett Hulme	1,385.00
Alina Lattosky	1,381.50
Brenda DiSornosa	1,271.75
Elizabeth Farn	1,269.98
Sara Thraukille	1,191.25
Susan Gilbert	1,091.50
Robin Andeale	1,090.00
Lou Nell Busby	789.00
David Blasdell	700.50
Lori Vaughn	621.90
James Lee	556.50
Tancilya Whitesell-Collins	405.00
Jenny Williams	385.50
Erica Dalager	355.00
Becky Cutler	352.50
Alexis Mathis	349.50
Randy Stockley	295.50
Cassandra Robinson	294.00
Daryl Barnett	263.25
James Tasker	263.00
Manon Beaulotte	263.38
Mary Hinterberger	259.75
Laurie Onasch	241.25
Krissa Hemley	212.50
Fran Christie	205.50
Sandra Johnson	202.50

JANUARY
FEBRUARY
MARCH
APRIL
MAY
JUNE
JULY
AUGUST
SEPTEMBER
OCTOBER
NOVEMBER
DECEMBER

*All qualifiers listed achieved at least \$200 in bonus totals.